



OPERATIONAL, INDUSTRIAL AND ECOLOGICAL PROGRAM

GRANDDE Pilot in Normandy of the PNSI program (Programme National de Synergies Inter-Entreprises). Two-year testing period in four regions (Normandy, Brittany, Rhone-Alpes and Aquitaine).

The PNSI involves companies of all sizes operating in all business sectors. The methodology identifies inter-company synergies in order to pool or optimise the use of resources owned by companies in the same region. This economic approach generates significant economic, environmental and social benefits for companies and regions.

INNOVATIONS

- ▶ The PNSI programme encourages collaboration between companies operating in the same region.
- ▶ **Helping companies.** The PNSI programme responds to the needs of businesses in a region (managing waste, supply chain, skills, etc.).
- ▶ **Free participation.** Open to all companies and organisations regardless of their size or sector.
- ▶ **Increasing company profits.** Optimising resources thanks to the identification of synergies.
- ▶ **Expanding networks.** Workshops bring together companies, experts and regional decision-makers.
- ▶ **Universal scope.** All resources are concerned: energy, waste, water, expertise, logistics, services, infrastructure, etc.
- ▶ **Making Sustainable Development a Reality.** The synergies lead to economic, social and environmental benefits.

STAKEHOLDERS

- ▶ **Governance:**
 - **GRANDDE:** Normandy Regional Coordinator
 - **Institut de l'Economie Circulaire (the institute of the circular economy):** Manager of the initiative
 - **International Synergie Limited:** provider of the deployed methodology
 - **Cabinet Aldérane**
 - **Local authorities and local partners:**
 - Urban community of Seine Eure
 - Urban community Caux Vallée de Seine
 - Rouen Normandie metropolitan area
- ▶ **Targets:**
 - Companies and regions
- ▶ **Funders:**
 - Normandy region

OBJECTIVE

- To bring increased efficiency gains in terms of the regional deployment of industrial ecology as well as the acquisition of expertise by local stakeholders.

IMPLEMENTATION

► December 2015 - January 2017:

The PNSI brings together economic stakeholders in workshops thus increasing incoming and outgoing flows. Local technicians then help the stakeholders to make the identified opportunities a reality.

► Main steps:

1. Setting up a network of companies
2. Organising workshops and collecting data
3. Identifying and prioritising synergies*
4. Targeted visits/removing obstacles (facilitating negotiations/mobilising the necessary expertise)

* Synergy: A multi-stakeholder action that optimises the use of tangible resources (e.g. materials, energy, water, land, logistics services, etc.) and intangible resources (e.g. expertise and knowledge).



The programme brings about real benefits helping to improve the competitiveness of companies and the sustainable development of regions.

BOREALIS

An interesting and innovative initiative which "thinks out of the box".

EIFFAGE construction

It helped us realise that there are solutions out there which we hadn't considered and which can be applied on a daily basis.

TMN



RESULTS

/// In a very short time, this method is able to highlight possible substitution and resource pooling solutions.

/// Identifying synergies in half-day workshops:

- **Workshop 1:** 31 participating companies or associations – 215 identified resources – 248 identified synergies
- **Workshop 2:** 28 participating companies or associations – 216 identified resources – 437 identified synergies
- **Workshop 3:** 338 participating companies or associations – 220 identified resources – 368 identified synergies

/// The results of these implemented synergies will be available early in 2017.



FINANCIAL ASPECT OF THE OPERATION

EXPECTED BENEFITS

- Increase in: profits, sales, business opportunities, jobs, innovation, knowledge and investments
- Decrease in: CO₂ emissions, landfill requirements, costs, consumption of resources, pollution, risks and hazardous waste

- /// Finance: €113,760
(Normandy Region, Ademe, IEC, Agglos, Grandde)
Consumption of resources, pollution, risks and hazardous waste
- /// Costed results available in 2017

International Synergies
industrial ecology solutions



Institut de
réconomie circulaire

